

For reference only

FIG. 1

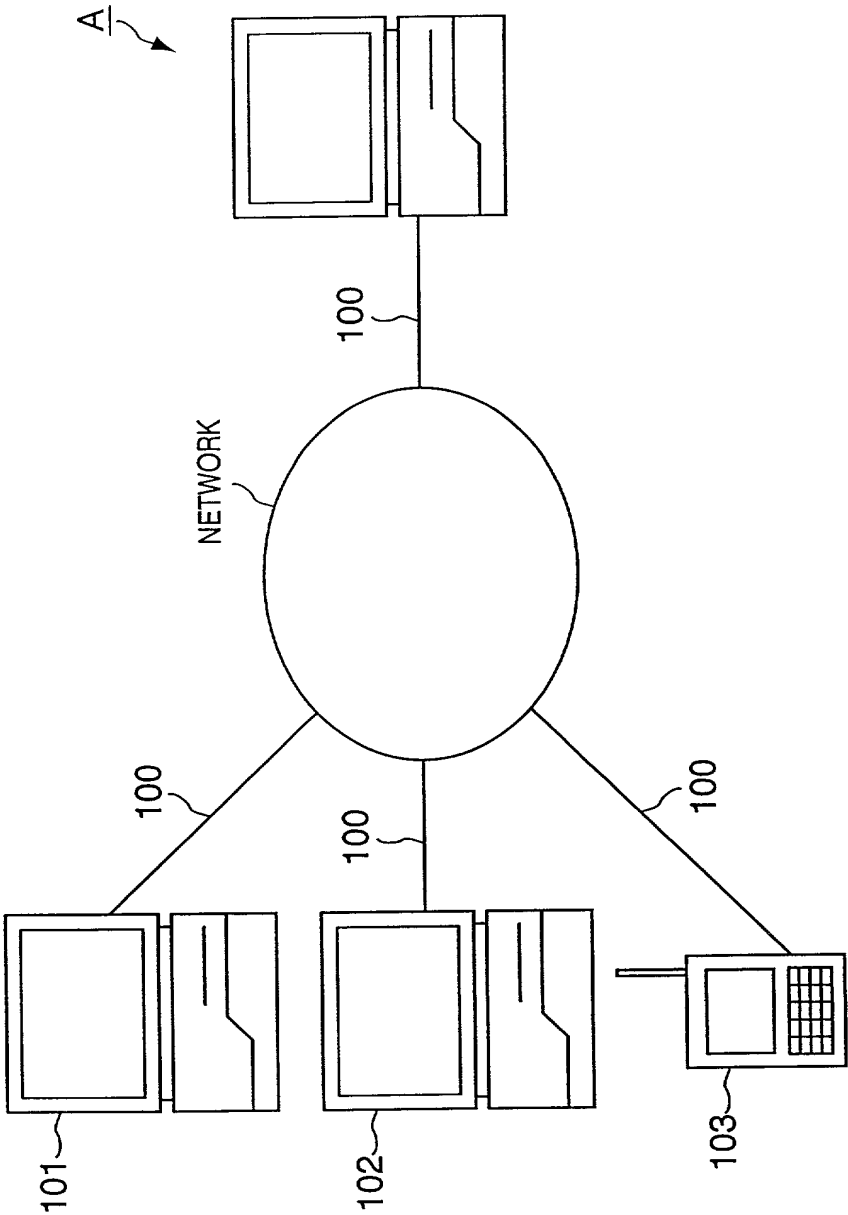


FIG. 2

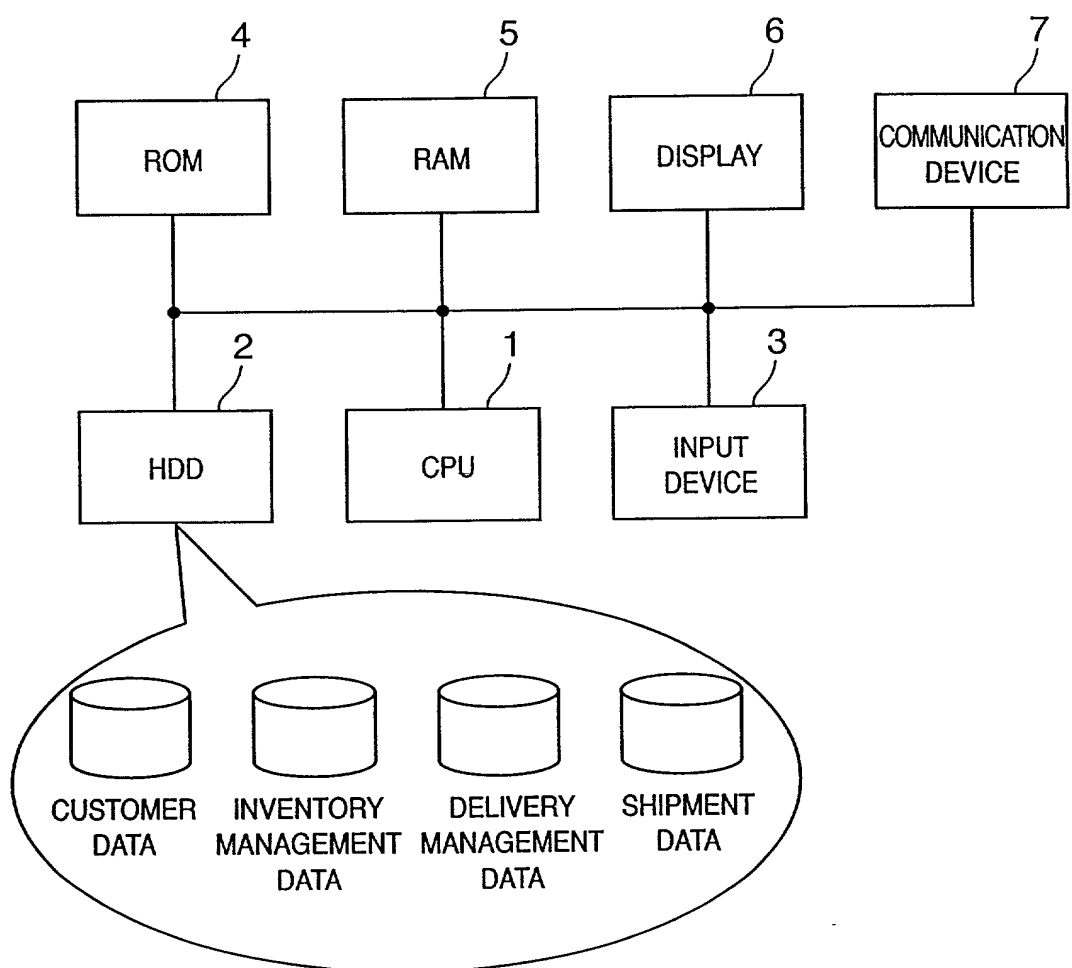


FIG. 3

CUSTOMER NAME	RANK	DEALINGS PERFORMANCE			
		JAN.	FEB.	MAR.	APRIL
XXX TRADING COMPANY	B	¥50,000	¥125,000	¥23,000	¥10,000
JOHN SMITH	A	¥1,020,000	¥532,000	¥265,000	¥895,000
XXX STEEL WORKS	C	¥0	¥0	¥63,000	¥55,000
.
.
.

FIG. 4

COMMODITY	UNITS IN STOCK			TOTAL UNITS IN STOCK
	RANK A (10%)	RANK B (20%)	RANK C (70%)	
CAMERA	12(12)	22(24)	85(85)	119(121)
CAMER B	20(26)	48(51)	150(179)	218(256)
TELEVISION X	2(6)	0(11)	25(39)	27(56)
TELEVISION Y	5(6)	11(13)	32(44)	48(63)
PERSONAL COMPUTER A	5(19)	15(37)	14(130)	34(186)
PERSONAL COMPUTER B	11(23)	42(46)	147(162)	200(231)
.
.
.

NOTE: () INDICATES NUMBER ORIGINALLY IN STOCK

FIG. 5

COMMODITY	QUANTITY SHIPPED (LAST FOUR WEEKS)		
	RANK A	RANK B	RANK C
CAMERA	0	1	0
CAMER B	5	2	20
TELEVISION X	3	10	11
TELEVISION Y	0	1	10
PERSONAL COMPUTER A	9	16	14
PERSONAL COMPUTER B	5	3	13
.	.	.	.
.	.	.	.
.	.	.	.

FIG. 6

NAME OF DELIVERY COMPANY	MARCH: DELIVERY SCHEDULE			
	1	10	20	30
XXX TRANSPORT CO.	—	—	—	—
XXX AIR FREIGHT CO.	—	—	—	—
XXX SHIPPING CO.	—	—	—	—
.
.
.

FIG. 7

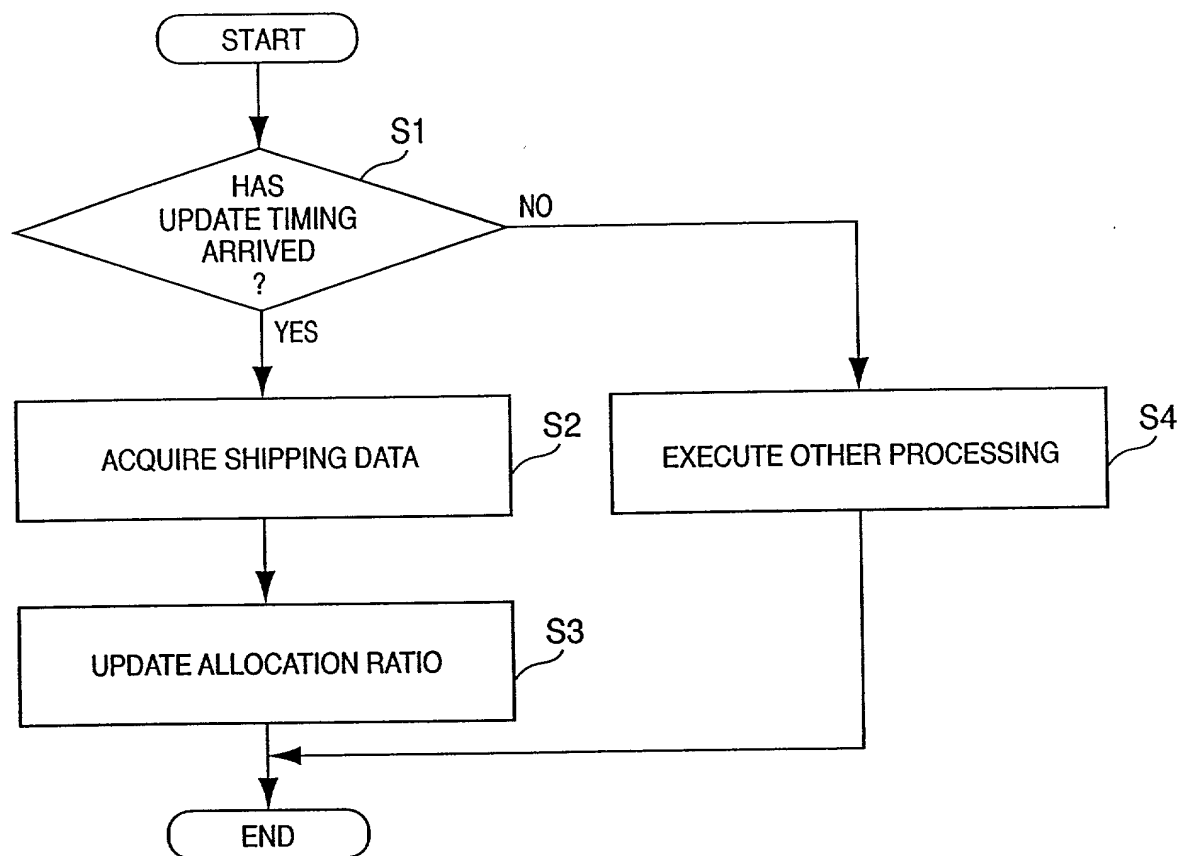


FIG. 8

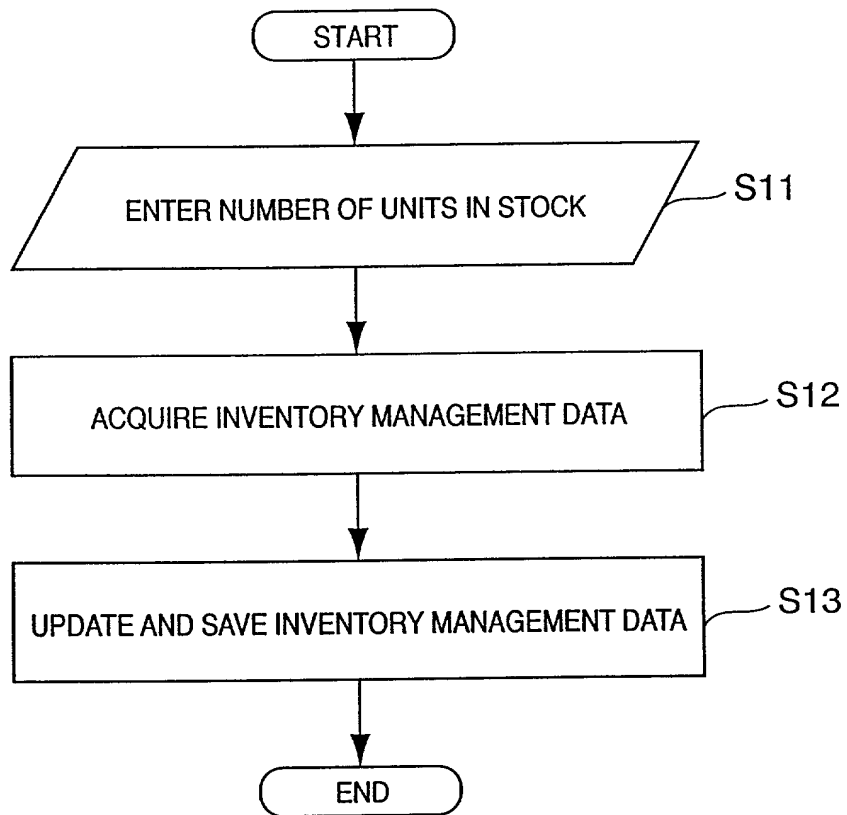


FIG. 9

ORDERER:		
CONTACT DESTINATION:		

NAME OF COMMODITY	QUANTITY	DESIRED DELIVERY DATE

ORDER

CANCEL

FIG. 10

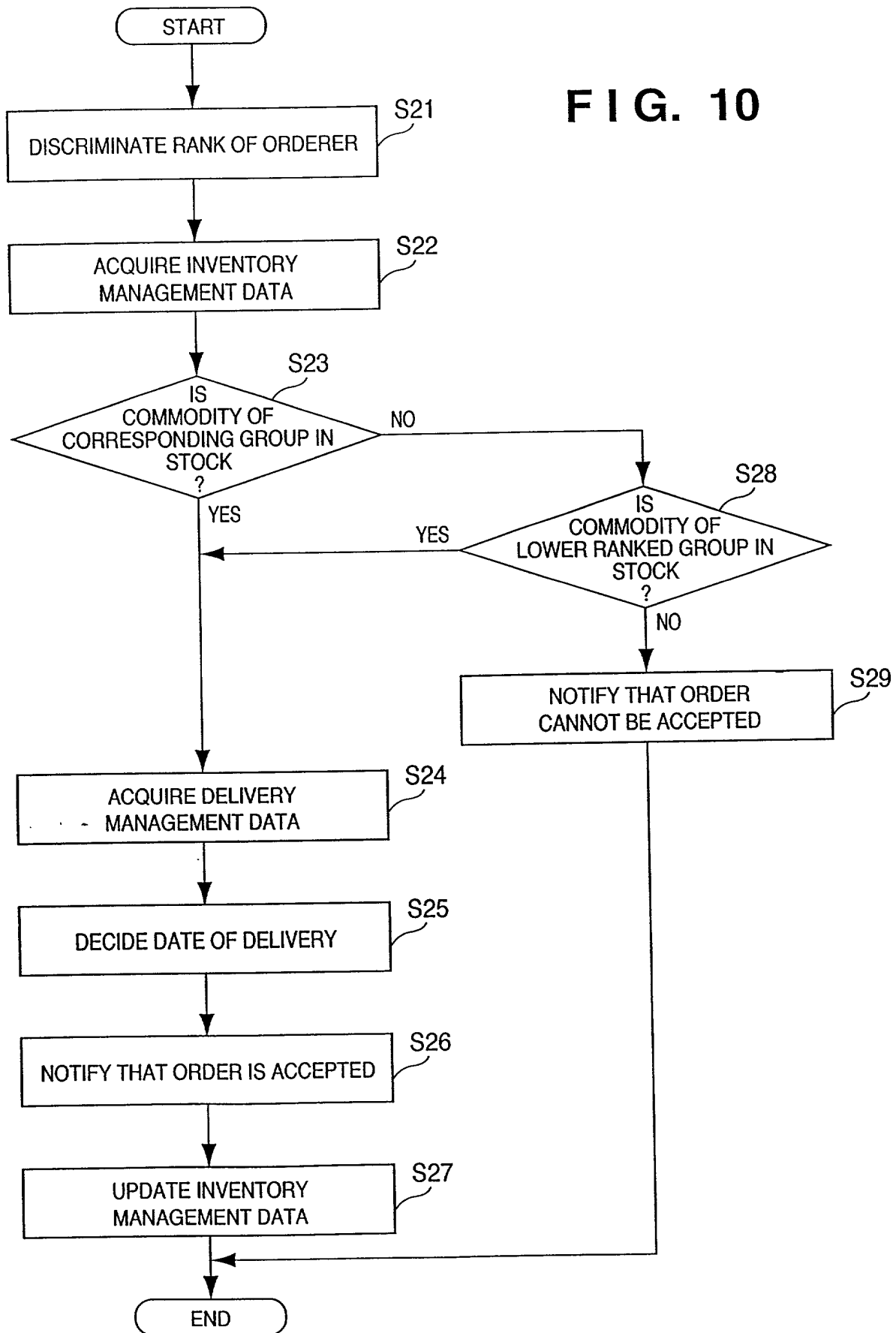


FIG. 11

THANK YOU. YOUR ORDER IS ACCEPTED AS FOLLOWS:

CONTROL NO. : XXXX-AAA

NAME OF COMMODITY	QUANTITY	PLANNED DELIVERY
CAMERA A	5	XX/YY/2001
PERSONAL COMPUTER B	10	ZZ/XX/2001

HOME